“A STUDY ON ENHANCING EXPORTS TO IRAN” – WITH SPECIAL REFERENCE TO PAPERS AND PAPERBOARDS”

SHORT SYNOPSIS

Submitted in partial fulfillment of the requirement of the degree of

DOCTOR OF PHILOSOPHY

by

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MANAV RACHNA UNIVERSITY
Sector-43, Aravali Hills, Faridabad

Year *2024*

MANAV RACHNA UNIVERSITY
Sector-43, Aravali Hills, Faridabad

Date: 05-02-2025

DECLARATION BY THE SCHOLAR

I hereby declare that the short synopsis entitled **"A study on enhancing exports to Iran – with special reference to papers and paperboards"** being submitted in partial fulfillment of the requirement for the degree of Doctor of Philosophy in the **Department of Management and Commerce** under the School of **Management** of Manav Rachna University, Faridabad during the academic year **2024**.

It is the work that is expected to be carried out under the supervision of **Dr. Sunil Kumar Roy.**

Further, it is declared that the short synopsis is within the plagiarism limit, and copy of the same is attached as per the University norms.

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CERTIFICATE BY SUPERVISOR(S)

This is to certify that, the short synopsis entitled **"A study on enhancing exports to iran- with special reference to paper and paperboards"** is an original piece of work done by research scholar **Ashok Garg** under the supervision of **Dr. Sunil Kumar Roy** and co-supervision of nil for the degree of Doctor of Philosophy in the **Department of Management and Commerce** under the School of Management and Commerce Manav Rachna University, Faridabad during academic year 2024-25

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ABSTRACT

This report examines ways to increase India's paper and paperboard exports to Iran, focusing on India's market share gaps with China, Korea, the UAE, and Turkey. Despite historical and cultural linkages, Indian paper exports to Iran face pricing, quality, packaging, and customer service issues. Additionally, U.S. sanctions on Iran are affecting trade routes and volumes. This study looks into these aspects to see how Indian exporters can better align their offerings with what the Iranian market expects and what is typically globally. To gather information, we conducted surveys and interviews with various Iranian stakeholders, like converters, importers, and end-consumers, and supplemented this with additional research on trade policies, market trends, and economic impacts. The report also reviews trade trend after COVID, highlighting possible growth opportunities in Iran's paper industry. Some results are aimed at providing helpful advice for Indian exporters and policymakers to strengthen trade ties, boost export volumes, and increase foreign currency earnings for the country. This research tackles current trade-related challenges and adds to the ongoing conversation about international trade, aiming to enhance the economic relationship between India and Iran in today's complicated global landscape.

Key words: India-Iran Trade, Paper and Paperboard Exports, Export Competitiveness, Foreign Exchange Earnings, Export Competitiveness

INTRODUCTION

Exports

“Everything that a country produces and sells to another country is considered an export - Kimberly Amadeo”. It makes no difference what the product or service is or how it is delivered. A product may be sent, emailed, transported in one's own baggage, or flown. If something is made locally and sold to a foreigner, it is considered an export.

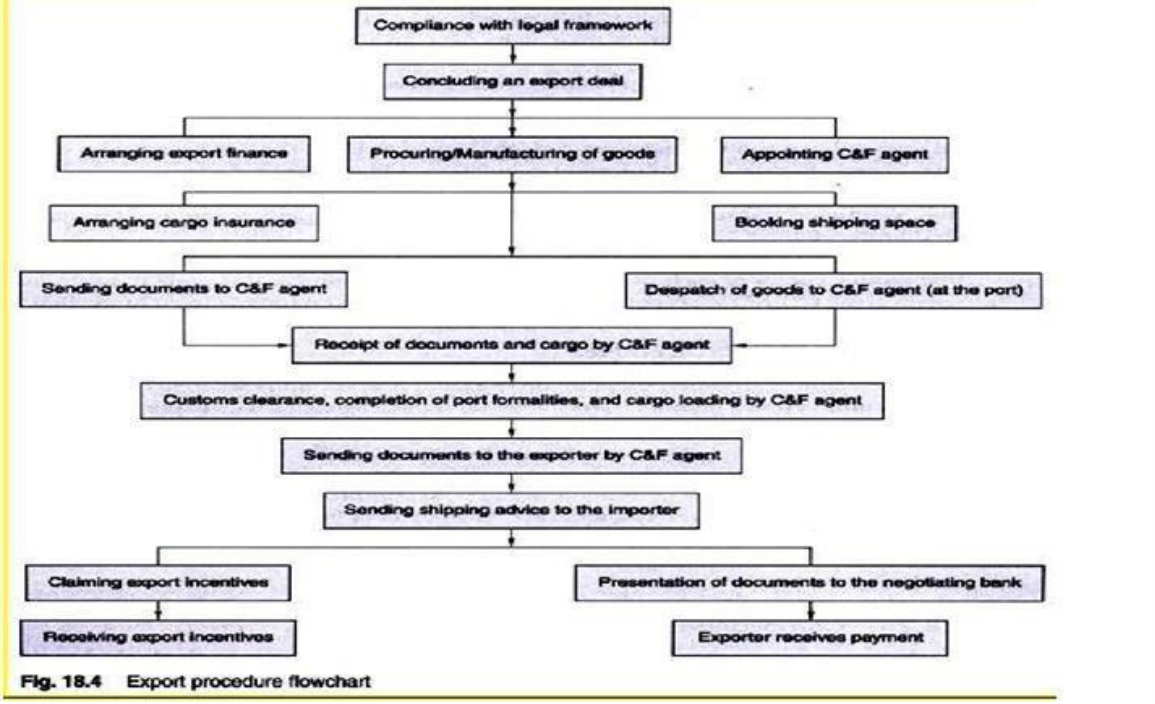
Compliance with legal framework
Concluding an export deal
Arranging export finance
Procuring/Manufacturing of goods
Appointing C&F agent
Arranging cargo insurance
Booking shipping space
Sending documents to C&F agent
Despatch of goods to C&F agent (at the port)
Receipt of documents and cargo by C&F agent
Customs clearance, completion of port formalities, and cargo loading by C&F agent
Sending documents to the exporter by C&F agent
Sending shipping advice to the importer
Claiming export incentives
Presentation of documents to the negotiating bank
Receiving export incentives
Exporter receives payment
Fig. 18.4 Export procedure flowchart

Figure 1 Export Procedure flow chart

Dhruv Jaiswal (https://www.yourarticlelibrary.com/export-management/export-import-procedures- with-flow-chart/77187)

Brief on Paper

As per Dr. Yellaswamy Ambati, (2017) The Latin word "Papyrus" and the French term "Papier" are the origins of the English word "paper." In essence, paper is made of agricultural fibers that have been bonded together to create sheets. A kind of grass known as "papyrus" is an aquatic plant that thrived in Egypt's Nile delta. Among India's industrial businesses, the paper industry is uniquely positioned because to a number of paper features, such as its pedagogical and packaging uses. As a result, paper is seen as a touchstone of socioeconomic advancement. The traditional Indian paper industry had clout and was essential in setting the groundwork for India's economic expansion.

SIGNIFICANCE OF BUSINESS RELATIONSHIP WITH IRAN

Jawaharlal Nehru was India's first prime minister., claimed credit for penning the book "Discovery of India." book. “Among the many people and races that have come in contact

with Indians and influenced India's life and culture, the oldest and most persistent have been the Iranians". In the fields of architecture, civilization, culture, literacy, and the arts, it is evident that Indians and Iranians have strong ties.

Even before the Aryans settled on the wide plateau of Iran and India, there was constant trade between Iranians and Indians. The Iranian Zend Avesta and the Indian Vedas have language similarities that stretch much beyond chronology, according to Indian Sanskrit academics. Furthermore, the names of Gods & myths are mostly common in Rig-Veda & Avesta, much as Mishra in Avesta or Mitra is the Rig-Veda equivalent of the Yam. Among the earliest Indo-Iranian traditions is the reverence and belief in the sanctity of fire. The cow is considered an intimidating animal in both cultures. For thousands of years, India and Persia-now known as Iran-have had a special relationship.

He had taken over the northwest part of India in 532 BC, and his successor, Darius, continued this trend and ventured further eastward, which gave him an expanded area. Their conquest led to new additions like spinach, pistachios, almonds, pomegranates, saffron, and rosewater to local culture. This is also around when they discovered Indian rice, a crop that eventually became staple food in Iran. This blending of various food cultures has led to the preparation of some very savory and authentic dishes.

Both countries have cultural as well as art similarities. Inside the walls of the Dukhang at Alchi

On walls at a Ladakh monastery, you can find Iranian Sassanian designs in textile form painted there. The walls also sport round medallions with mythical beings written about in Iranian literature. In India, Buddhist monks took refuge in the soothing blue-turquoise color that now grace many mosques in Iran. The sounds of Indian music have drawn from ancient stringed instrument that were created by Iranians many years ago.

On Indian planes, Buddhist monks used the blue-turquoise tint that is currently seen in the majority of Iranian mosques as their color of meditation. Indian music has been influenced by the oldest stringed instruments, which were invented by Iranians decades ago. The sharing of Spiritual ideas between India and Persia led to Sufism. Although Sufism started in India, it came back with unique Iranian touch.

Islam's mysticism was influenced by Hinduism and its Vedic philosophy. Hinduism also embraced several aspects of Islam, like monotheism and egalitarianism. Numerous Hindu saints fused the principles of Islam and Hinduism. The new religion known as "Din-e-Ilahi," It was an amalgam of India's major religions, was even proclaimed by Emperor Akbar (1556–1604 AD). A saloon with stone columns that date back to 300 B.C. and resemble the columns of Iran's Takht-e-Jamshid was discovered during archeological excavations at The Mauryan empire's capital was Patali Putra. Furthermore, a few of the columns and inscriptions from the time of Ashoka, the successor of Chandra Gupta, that are now housed in the Seranat Museum exhibit similarities to those from the Takht-e-jamshid in Iran. The Ashoka pillar sculpture, which has four lions seated side by side on a bell-shaped column, is really a replica of the Banaras Museum presently houses the Around 300 A.D., the Takht-e-Jamshid columns were constructed.

On March 15, 1950, Iran and independent India established diplomatic ties. Iran has long been one of the main sources of oil for India. Looking at the economy, Iran provide about

425000 barrels of crude oil each day, making it India's second largest supplier. This positions India as an important player among global investors in Iran's oil and gas sector. Iran and India have a history of working together on important economic and geopolitical issues. However, their partnership really flourished from 2001 to 2003, during which time both Delhi and Tehran made announcements that set up a solid foundation for their collaboration.

Iran has faced ongoing sanctions and pressure from the West and its allies.

Since the Islamic revolution, the United States has imposed sanctions. These measures have b een deeply damaging to the economy, prompting efforts to reduce their negative impact. Iran has always focused on building good relationships with neighboring countries and others that Are friendly. Back in 2015, India agreed to invest in improving Iran's infrastructure, leading to a deal to develop the Chabahar port in southern Iran, which was worth USD 195 million. With this port, Pakistan will easily connect with central Asia and Afghanistan, improving ties with both regions. Chabahar port plays a key role in supporting the relationship between India and Iran. Situated along the Makran coast in southeast Iran, it is less developed that the more industrialized Bandar Abbas port to the west.

Moreover, Chabahar is Iran's direct link to the Indian Ocean. To keep up with China, which is building the Gwadar port in Pakistan, India is looking to expand it. India would be able to avoid shipping commodities to Central Asia and Afghanistan by using this port.

India is poised to boost its regional marine trade, creating new opportunities for local businesses to grow and strengthen their foothold in the area. Historically, the people of ancient India and Iran have enjoyed strong connections, sharing a homeland, language, and heritage. Over thousands of years, they learned from each other and enriched their cuisines, cultures, arts, religions, and language.

Today, the two countries maintain friendly and cooperative relationships, collaborating across various fields. Their bond remains robust, with shared goals pushing them forward. The deep-rooted cultural and commercial ties between India and Iran are hard to overlook. In recent years, this connection has only deepened, as many Iranian students are now pursuing education in Indian institutions. Notably, numerous senior Iranian professionals and officials have also studied in India. Cities like Delhi, Bangalore, Pune, and Mumbai are home to a significant number of Iranian students. Looking ahead, it is expected that the relationship between the two countries will continue to flourish, unhindered by global political challenges. Given the promising economic landscape and the enduring historical ties between
India and Iran, we felt it was the right time to explore business opportunities in Iran.

EXPORTS OF PAPER & PAPERBOARDS TO IRAN

China, Korea, UAE & Turkey are the major exporters of paper & paper boards to Iran. Also, India is exporting paper and paper boards to almost 175 countries in the world including Iran, even though India's export trade volumes of paper and paper boards to Iran is meagre. Given hereunder is the value of paper and paper boards export from these paper exporting countries to Iran including India in the last 5 years which prima facie indicates the low volume / value of Indian paper & paper boards exports to Iran during F.Y 2014 to 2018 which clearly indicates that there exists scope of enhancing paper & paper boards export to Iran & can be a

good case study for pursuing research on this topic & hence the research topic has been rightly chosen.

Table 1 Major Paper Exporting Countries to Islamic Republic of Iran

Exporters	2014	2015	2016	2017	2018
World	1164659	985871	958506	1083707	894704
China	267036	244173	298588	299775	259137
Korea	238299	203633	200794	202911	114214
UAE	234486	166366	86657	137092	109966
Turkey	150300	121110	88662	97654	82649
India	79493	69506	28011	31475	66188

Paper & Paper Boards Import **(Unit : value in US Dollar Thousand)**

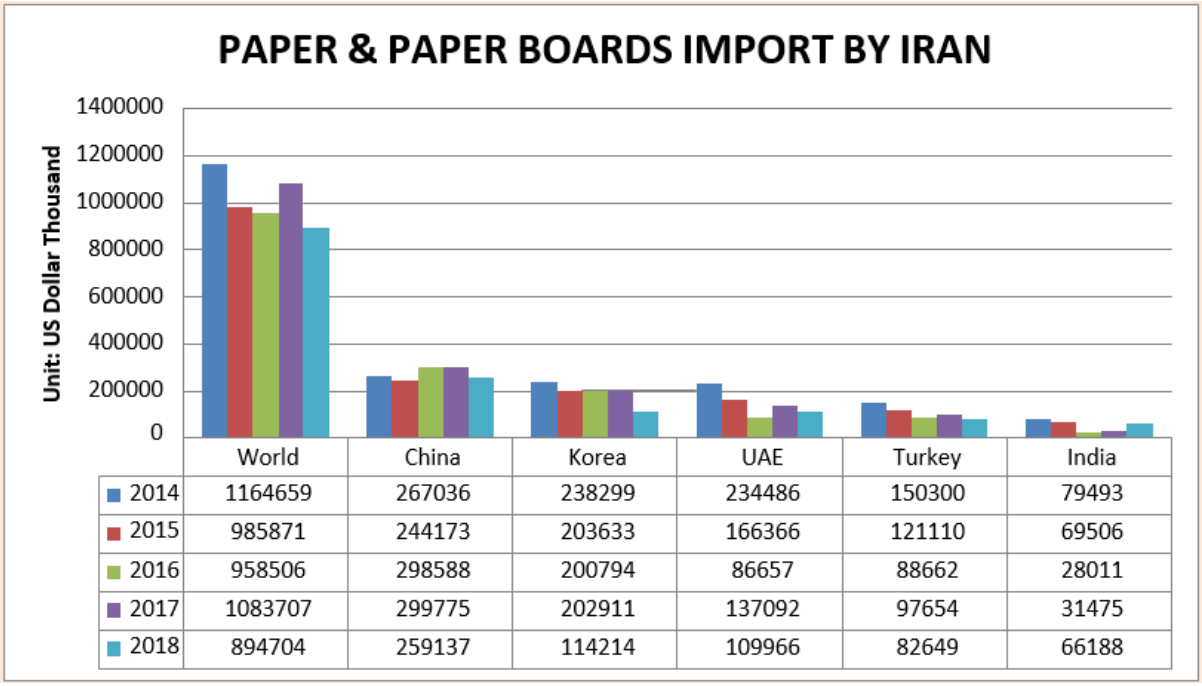

Figure 2 PAPER & PAPER BOARDS IMPORT BY IRAN

https://www.trademap.org/Country_SelProductCountry_TS.aspx?nvpm=1%7c364%7c%7c%7c%7c48%7 c%7c%7c2%7c1%7c1%7c1%7c2%7c1%7c2%7c1%7c1%7c1

JUSTIFICATION FOR THE SELECTION OF THE RESEARCH TOPIC

- The decision for selecting research topic "A STUDY ON ENHANCING EXPORTS TO IRAN - with special reference to papers and paperboards" is due to the reason that I am an international trader, mainly in exports ever since 1991, specialized in paper & paper boards from India to many countries in Asia, Africa, Middle east including Iran & also in some countries of Europe & American continents. As a merchant exporter I have gone through different stages of business starting from a humble Beginning &

reaching up to a level of an accredited recognized “STAR EXPORT HOUSE” by DGFT This is a division of the Indian government's ministry of commerce. During my journey through practicing this trade ever since its inception i have gone through lot of struggles which are both market & services related. Both these parameters affect quantum of exports (of paper) to Iran from India & thus i shall be analyzing these aspects & shall propose ways to enhance exports of paper to Iran from India. Therefore, its pertinent to study how these factors effect exports to Iran from India & how the exports can be enhanced by weighing these factors on the international scale or comparing these factors vis a vis other exporting countries which have high export volumes to Iran as compared to Indian exports to Iran with special reference to papers.

- There is total paper consumption of 422 million metric tons in the world during the year 2018. Additionally, demand is predicted to rise gradually over the next ten years, and global paper consumption is anticipated to be at 522 million metric tons by 2030.The 75% of the world paper is produced only in 11-12 countries & rest of the world is importing paper from these paper producing countries. Iran used 13 kilograms of paper per person in 2019, compared to 74 kg in China, 218 kg in Germany, 202 kg in the USA, and so on. Therefore, there exists tremendous scope of enhancing exports of papers to Iran from India by studying these factors w.r.t. the other better performing countries.
- Worldwide with continued advancement of education, more e-commerce business, higher economic growth, the paper consumption is steadily increasing & we can expect that there lies tremendous scope of paper exports from India worldwide & to Iran too which is my research country. The Government of India is also targeting total exports from India @ even 2 trillion USD by 2030 against the total export target of just 400 billion USD in the current FY 2021-2022. The paper exports from India is insignificant of the total exports at present & if we rely upon the Government's new export target for the year 2030, the paper and paper boards export will also increase proportionately & that too significantly & thus its worthwhile to study the " barriers to the paper and paper boards exports from India & also the hurdles with special reference to Iran. It is therefore logical to study these barriers for achieving the national goals over the years.
- Exporters in general including paper & paper boards exporters are facing lot of challenges in comparison with countries such as China, korea, UAE & Turkey, therefore, it is pertinent to study Indian exporters challenges vis a vis these countries.

PARAMETERS AFFECTING PAPER AND PAPER BOARDS EXPORT TO IRAN

During my marketing visits to Iran & while meeting Iranian customers for the last 30 years, the customer’s feedback reflects problem in the import of papers from India when compared with the other high performing countries. The Iranian customers often complain on the following points while dealing with India vis a vis the other countries from where Iran is importing papers in bigger volumes in terms of quantity & value.

A) Prices
B) Quality
C) Packaging
D) Bilateral Trade Mechanism
E) Services

S.NO.	LINKS	NAME OF JOURNALS / ARTICLE	AUTHOR & PUBLICATION	OBJECTIVES	CONCLUSIONS
1	Define export. https://www.thebalance.com/exports-definition-examples-effect-on-economy-3305838	WHAT ARE EXPORTS?	BY KIMBERLY AMADEO Updated October 25, 2021 REVIEWED BY MICHAEL J BOYLE US & WORLD ECONOMICS	UNDERSTANDING THE TERM "EXPORT"	Explanation of the term Export
2	Dhruv Jaiswal. Export Procedure flowchart. https://www.yourarticlelibrary.com/export-maangement/export-import-procedures-with- flow-	Export-Import Procedures (With Flow Chart)	Dhurv Jaiswal	understanding the whole export procedure for the proper and deep clarification.	The main export-import processes are explained in this article. The steps are: 1. Adherence to the Law 2. Reaching an Export Agreement 3. Setting Up Export Funding 4. Purchasing or Producing Items 5. Inspection Prior to Shipment 6. Clearance of Central Excise on Exportable Goods 7. Labeling, marking, and packaging products and other items.

	chart/77187				
3	Table 1: Major paper exporting countries to Islamic Republic of India. https://www.trademap.org/Country_SelProductCountry_TS.aspx?nvpm=1%7c364%7c%7c%7c%7c48%7c%7c%7c2%7c1%7c1%7c1%7c2%7c1%7c2%7c1%7c1%7c1	TRADE MAP (WWW.TRADEMAP.ORG)	www.trademap.org	Trade data for the growth of global businesses Trade statistics at the monthly, quarterly, and annual levels. Market shares, growth rates, volumes, import and export values, etc.	List of markets that offer a commodity that Iran, the Islamic Republic of Metadata, imports Item: 48 Paper and paperboard; products made from paper, paper pulp, or paperboard
4	https://www.paperonweb.com/Iran.htm	PAPER ON WEB (WWW.PAPERONWEB.COM)	www.paperonweb.com	PAPER & PAPERBOARD PRODUCTION & CONSUMPTION FOR IRAN	All Production, Import, Export and Net Consumption for Iran dueing 2018 & 2019
5	Table 2: Country wise logistics performance. https://lpi.worldbank.org/internatio	LPI SCORE (https://lpi.worldbank.org/)	https://lpi.worldbank.org/	The LPI is a dynamic benchmarking tool designed to assist nations in determining their	INTERNATIONAL SCORECARD: The logistics performance is the weighted average of each country's scores in the six main areas. (LPI). The six LPI survey components' scores were combined to create a "big picture" that more accurately depicted each

	nal/score card/radar/254/C/IND/2018/C/DEU/2018#chartarea			trade logistics performance's potential and difficulties as well as the steps they may take to enhance it.	nation's logistics performance.
6	Chirayil, Anishaniyan (2009), "Economic reform and productivity Growth in Indian Paper and Paper product Industry: A Nonparametric Analysis" Munich Personal RePEC Archive	Economic reform and Productivity Growth in Indian Paper and Paper Products Industry: A Nonparametric Analysis	By Chirayil, Anish Erode Arts College, (Autonomous), Erode-9 Online at https://mpra.ub.uni-muenchen.de/16919/ MPRA Paper No. 16919, posted 24 Aug 2009 13:26 UTC	This research employed the Malmquist Productivity Index to assess the increase overall factor productivity in India's paper and paper products industry and its constituents (technological advancement and efficiency shift) before to and after the reform.	The results of the research indicate that certain policies that support technical development and efficiency change must be implemented long-term stability in total factor productivity (TFP) increase requires...

7	Fatima, Nadeem (2011),” Performanc e Appraisal of paper industry in India- a case study of some selected paper mills”, Ph.D thesis submitted to department of Commerce, Aligarh Muslims University, Aligarh	Performa nce appraisal of paper industry in India a case study of some selected paper mills	Researcher: Nadeem, Fatima Guide(s): Nawab Ali Khan Upload Date: 4-Dec-2013 University: Aligarh Muslim University Completed Date: 2011	A case study of a few selected paper mills has been carried out in order to examine and evaluate the Indian paper industry's financial results. West Coast Paper Mills The four paper companies are Ballarpur Industries Limited, Tamil Nadu Newsprint and Papers Limited, Andhra Pradesh Paper Mills Limited, and Limited. industry businesses whose financial	If the paper mills want to reap the benefits of mass production, they need to ramp up their output. Reducing operational expenditures and the cost of products sold may boost a company's bottom line. In order to get out of this jam, managers should implement cost-cutting measures in their companies.

				status is examined in this research. To evaluate the financial results of the Indian paper industry, an in-depth analysis of these companies ' financial results from 2000–2001 to 2009–2010 has been carried out.	
8	Jay Ganesh Tripathi (2014),"study of India's paper Industry-potential	study of India's paper Industry-potential and growth	Jay Ganesh Tripathi Research Scholar, Ayodhya,Faizabad	The main purpose is to highlight the points of Indian paper industries	The enormous advancements in computer science will dominate the next millennium, causing a radical shift in the way we communicate and use information in both our personal and professional lives. Does it imply the days of paper will be over? The answer is unquestionably "No."The

	and growth in 21st Century",Research paper ,Vol 4,Issue 5,2014, ISSN-2249-555X	in 21st Century		demand increment & opoortunity development and appeal to the global player	problem is how to preserve the vast quantity of data that will undoubtedly be created electronically. Once again, the most practical and long-lasting storage alternative is paper.In the future, reading a book will still be a wonderful experience, and paper, a material that is used everywhere, will continue to have a significant impact. Education, healthcare, food, commerce, communication, and packaging all utilize paper goods.
9	Table 4: Sample Size http://en.iccima.ir/ & http://iranyellowpages.ir/internet/?lang=en-us	NA	NA	Finding the paper & aperboards active converters, importers, local traders, consumers etc in Iran	The paper & aperboards active converters, importers, local traders, consumers etc in Iran to conclude the total poluplation for the study
10	Siva lingam veera mani, anam(Feb 04,2021). COVID 19 impact on export of services: opportunities, challenges,	COVID-19 Impact on Exports of Services: Opportunities, Challeng	Siva lingam veera mani, anam	This research looks at how the pandemic has affected India's overall, sector-specific, and mode-specific service exports. In the end, it	The following measures can be taken to ciompete with the situation: The government may look for creation of an export plan for digitally sound services right away in order to support and encourage international commerce in digital services. The approach should concentrate on assisting companies in high-potential industries by resolving the regulatory obstacles that prevent them from serving international markets. By offering them

	and suggestion for India - Sage journals(05 May,2021) India & Africa Rekindle Trade ties.	es and Suggestions for India		aims to draw attention to important possibilities, difficulties, and recommendations for defending and advancing The interests of Indian services in the face of this global upheaval.	financial and marketing help, it may also include unique promotion packages for start-ups and small businesses in potentially developing industries like telemedicine, online education, professional consulting, and online advisory services.
11	Aspen Institute India. (n.d.). India's Iran conundrum: A litmus test for India's foreign policy—A report. Retrieved from https://st3.ning.com/topology/rest/1.0/file/get/444322240?profile=original	India's Iran conundrum: A litmus test for India's foreign policy—A report	by Aspen Institute India	India Iran's relationship & US sanction effects	deep study of India Iran foreign policy and comparison on Pre & post era basis
				The On	In order to fully develop and

12	Behuria, A. (2015). India's renewed interest in Chabahar: Need to stay the course. New Delhi: Institute for Defense Studies and Analysis.	India's renewed interest in Chabahar	By Behuria Institute for Defense Studies and Analysis	May 6, 2015 Road Transport & Highways and Shipping Minister Nitin Gadkari , traveled to Teheran to sign a USD 195 million Memorandum of Understanding (MoU) for Chabahar Port Construction in southeast Iran. India has signed the Memorandum of Understanding, but the Iran is still subject to Western sanctions. New Delhi is interested in helping Iran with	eventually realize Chabahar Port's potential, This will boost its image as an active regional force building essential infrastructure to boost regional development and prosperity while also maximizing its own strategic and financial advantages.

				its ports, roadways, and railway projects and thinks that the Indo-Iranian cooperation in Chabahar would help to improve bilateral economic relations.	
13	Cheema, S. (2010). India–Iran relations progress, challenges and prospects. India Quarterly: A Journal of International Affair, 66(4), 383–396.	India–Iran Relations: Progress, Challenges and Prospects	Sujata Ashwarya CheemaFirst Published January 28, 2011 Research Article https://doi.org/10.1177/097492841006 600404	The characteristics and scope of the Indo-Iranian connection are examined in this article.	It considers the many difficulties this partnership confronts in addition to the "US factor" and examines how Indo-Iranian relations will develop going forward in light of the constantly shifting circumstances in their immediate neighborhoods.
				The trade relations between India and Iran from 2001 to 2010 are assessed in this study.The	The following recommendations have been made based on this research in order to strengthen the integration and growth On the Iranian-Indian economic and commercial relationship: 1) Determining and diagnosing each nation's import needs and domestic market, as well as paying attention to the trading

14	Fathipour, G., & Ghahremanlou, A. (2013). Economical-regional integration—An overview on Iran–India trade relation. Procedia—Social and Behavioral Sciences, 157, 155–164.	Economical-regional Integration - An Overview on Iran-India Trade Relation	Gholamreza Fathipour, Ali Ghahremanlou	findings show that although India sends inorganic chemicals, iron or steel goods, pharmaceuticals, and medicines to Iran, mineral fuels account for a larger share of its impors from Iran. Comparative advantage is the foundation of economic progress.	nation's export proportion of those commodities (importable commodities). 2) Enhancement and fortification of the manufacturing sector with the goal of growing exportable goods with a significant competitive edge. 3) Implementing a suitable trade and economic strategy to facilitate the manufacturing exported goods that do not have a significant competitive edge in comparison to other exported goods commodities. Nonetheless, such portable items, particularly high-tech industrial goods, are highly valued in the trade world.
15	Ilias, S. (2010). Iran's economic conditions: U.S. policy issues (CRS Report), p. 22. Retrieved from http://www.fas.org/sgp/	Iran's Economic Conditions: U.S. Policy Issues	Shayerah Ilias Analyst in International Trade and Finance April 22, 2010	One of the main targets of U.S. national security strategy is The Middle Eastern country known as the	Selling crude oil to major markets is crucial to Iran's economy. fund public expenditure, making it susceptible to changes in global oil prices. Despite having enormous petroleum reserves, Iran imports gasoline to cover its domestic energy demands since it lacks the ability to refine it. Iran is looking for outside funding to expand its petroleum industry.

	crs/mideast/RL34525.pdf			Islamic Republic of Iran nation wealthy in resources and manpower. Iran is As per the United States, a state that funds terrorists, and its attempts to enrich uranium are intended to produce nuclear weapons. Evaluating Iran's economic structure, capabilities, and weaknesses in order to determine the degree to which As a weapon of influence, Certain areas of the Iranian	Even if some transactions have been completed, other international businesses may not have been as eager to complete acquisitions due to reputational and financial concerns. Although there are little economic ties between the US and Iran, the US is quite interested in how Iran interacts with other nations. Other nations, including China and Russia, have become more significant economic partners as several European nations have reduced trade and investment with Iran. Additionally, Iran has placed a greater emphasis about potential regional trade agreements, like the one with the UAE. Although oil price increases have provided Iran with more clout when addressing global concerns, the 2008 global financial crisis exposed the nation's reliance on oil as well as other economic vulnerabilities, which might signal a slowdown in Iran's economy.

				economy are the focus of U.S. sanctions and other actions aimed at altering Iranian state policy.	
16	Joshi, M. (2015). India and Iran trade: Issues and challenges. International Business & Management, 31, 121–131.	India–Iran Trade Relations Under the Shadow of USA Sanctions	Rakesh Mohan Joshi Publication date: 9 June 2015	This study uses a threshold autoregressive model that makes use of trading factors, such as imports and exports, to investigate how India-Iran commerce is impacted by sanctions imposed because of Iran's nuclear program.	India pledged to fund the construction of Iran's infrastructure, and the two nations inked a USD 195 million memorandum of understanding in 2015 so that the port of Chabahar in southeastern Iran may be constructed. This India would have easy access to Afghanistan and Central Asia because to the port. enhancing its commercial relations with both nations.
				This book makes an effort to	significant advancements in international economics theory and practice

17	Krugman, P. R., & Obstfeld, M. (2009). International economics theory and policy (D. Clinton, Ed.; 8th ed). Boston: Pearson International Edition.	International Economics Theory and Policy	Paul R. Krugman Princeton University Maurice Obstfeld University of California, Berkeley	provide a relevant and intelligible analytical framework for shedding light on current affairs and introducing the fascinating field of international economics. The method used to analyze the topic's financial and actual aspects has been to gradually develop a straightforward, cohesive framework for conveying both the most recent discoveries and methods as well as	

				the great classic ideas. Try to use relevant data or policy concerns to drive the theoretical evolution at each level in order to aid others in understanding and remembering the fundamental logic of international economics.	
18	Ministry of Commerce and industry, Government of India (n.d.). Retrieved from https://www.india.gov.in/website-ministry-commerce-and-industry	Ministry of commerce & Industry F.Y report 2001-2002	Ministry of commerce & Industry	Report on Iandia Iran relation, policies & business strategies etc.	current psotion of Indi & Iran

	(accessed in 2018)				
19	Nehru, J. (1992). The discovery of India. Delhi: Oxford University Press.	The discovery of India	By Pandit Jawaharlal Nehru	The autobiography has been hailed as a glimpse into the thinking of the new India, not just the pursuit of independence by a single person.	statement regarding India & Iran relationship since ancient times
20	Pant, H. V. (2008). Contemporary debates in Indian foreign and security policy: India negotiates its rise in the international system (p. 121). Palgrave New York, NY: Macmillan.	Contemporary Debates in Indian Foreign and Security Policy: India Negotiates Its Rise in the International System	by Harsh V. Pant Palgrave Macmillan, New York, 2008, pp. 202, ISBN 0-230-60458-7 Ali Ahmed Pages 781-782 | Published online: 12 Aug 2009	The book provides a thorough but comprehensive account of India's contribution to Singapore's development.It is a welcome contribution to the expanding body of knowledge about India's historical	The four sections of the book are as follows: energy security, the Middle East relationship, the nuclear issue, and the balance of power.

				ties to Southeast Asia.	
21	Pant, H. V. (2009). India and the Middle East: A reassessment of priorities? Indian foreign policy in a unipolar world (pp. 252–553). New Delhi: Rutledge.	India and the Middle East: A reassessment of priorities ? Indian foreign policy in a unipolar world	by Harsh V. Pant	Regarding India & Iran Relationship and future strategies & US Sanction	The two nations joined forces in 2003 after signing the Delhi Declaration and new strategies ties - Its objectives and future aspects
22	Pant, H. V. (2011). India's relations with Iran: Much ado about nothing. The Washington Quarterly, 34(1), 1.	India's relations with Iran: Much ado about nothing. The Washington Quarterly	by Harsh V. Pant	Regarding India & Iran Relationship and future strategies & US Sanction	Discussion regarding trade ralations : problems, measures, future objections, challenges etc.
23	Purushothaman, U. (2012). American shadow	American Shadow over	Uma Purushothaman Central University of Kerala November 2012Strateg	This article looks at three cases where The Iranian-Pakistan-India (IPI) pipeline,	The article concludes that while the US applied significant pressure to India in each of these cases, which may have affected India's stance, it was not the primary determinant of India's position in the end. The foreign policy of India has consistently remained

	over India–Iran relations. Strategic Analysis, 36(6), 899–910.	India-Iran Relations	ic Analysis November-December 2012, vol. 36(6):pp. 899-910 DOI:10.1080/09700161.2012.728867	India's votes against Iran at the International Atomic Energy Agency and order from the Reserve Bank of India in December 2010 that stopped oil payments to Iran via the Asian Clearing Union are all alleged examples of how the US influenced India's position.	strategically independent; thus it wouldn't have adopted the stances it did if it and the US had worked together. fundamentally differing opinions on these issues.
24	Roy, S. M. (2013). India and Iran relations: Sustaining	India and Iran Relations: Sustaining the	Meena Singh Roy Dr. Meena Singh Roy is Research Fellow at the Institute for Defence	Future developments in India-Iran relations will be influenced by two factors: First, how can India reconcile	Iran is still significant to India for a number of reasons, including energy security, thwarting the Pakistani Taliban in Afghanistan, facilitating commerce and transportation between Afghanistan and Central Asia, and, to a lesser degree, controlling internal political dynamics. India does not want to be harmed by the United States or the West.

	the momentum. New Delhi: Institute for Defense Studies and Analysis.	Moment um	Studies & Analyses (IDSA), New Delhi. May 20, 2013	its growing relations with Iran with those with the United States, Israel, and the Council for Gulf Cooperati on? Secondly, how and to what degree will Iran engage with India if and when relations with the US and EU improve?	Asian strategy. But India's strategic alliance with the US is just as significant. The true challenge for Iran and India in the present situation is to keep up the pace.
2 5	Salvatore, D. (2011). Internationa l economics (8th ed). New Delhi: Willy India.	Internati onal Economi cs : 8th edition	By Dominick salvatore	The goal of Internation al Ecconomi cs is to provide a comprehe nsive, up-to-date, and intelligible descriptio n of the theory	figure out the problems & its solutions.

				and principles of international economics that are necessary for comprehending, assessing, and proposing solutions to the significant international economic challenges that the US and the rest of the world are currently facing as well as those that nations are probably going to face in the years to come.	
			Iran–India Relations:	The current essay explores the factors that prevented	

26	Soltaninejaj, M. (2017). Iran–India relations: The unfulfilled strategic partnership. India Quarterly, 73(1), 21–35.	Iran–India Relations: The Unfulfilled Strategic Partnership. India Quarterly	The Unfulfilled Strategic Partnership Mohammad Soltaninejad Mohammad Soltaninejad First Published January 24, 2017 Research Article https://doi.org/10.1177/097492841668 3054	Iran and India from forging a previously hoped-for strategic alliance. The fundamental premise is that attempts to develop a strategic partnership have failed because of disparities in the objectives and course of Iran-India relations, namely the need to balance collaboration alongside the United States and Iran for the latter and the United States for the former. When considering the The	figure out the problems & its solutions.

				relationship between Iran and India is examined using the concept of soft-balancing, which considers the United States as a factor impacting bilateral ties. Determine the issues and their solutions.	
27	https://www.iosrjournals.org/iosr-jhss/papers/Vol17-issue4/T0174106111.pdf	Religious and Cultural Relationship between Indian and Iranian Civilization: A	Arnavaz Firoozian Esfahani (Department of English / Gauhati University, India) IOSR Journal Of Humanities And Social Science (IOSR-JHSS)	The civilizations of India and Iran, as well as their historical and contemporary cultural	Both countries have enjoyed each other's company and had notable effectscodes for literature, culture, religion, and architecture from antiquity to the present

		Reading of Panchatantra and Kelileh va Demneh	Volume 17, Issue 4 (Nov. - Dec. 2013), PP 106-111 e-ISSN: 2279-0837, p-ISSN: 2279-0845. www.iosrjournals.org	ties, are the topics of this article.	
28	https://www.worldstopexports.com/paper-exports-by-country/#:~:text=Colored%20paper%20Global%20sales%20for,were%20valued%20at%20%24153.9%20billion.	Paper Exports by Country	by Daniel Workman	List of countries that exported the highest dollar value worth of paper during 2020.	From 2019 to 2020, the value of overall paper exports dropped by -7.6%.

SIGNIFICANCE OF STUDY

- Direct benefit to exporting community This research & upon implementation of its recommendations, it will directly benefit the exporting community because if the research proposals are implemented by the industry & the government of India, it can revolutionize the export trade because the findings & the suggestions will be based entirely on the practitioner's point of view & it will entirely be practical in nature.
- Higher earning of forex: - The enhanced exports will directly benefit the nation through increased foreign exchange earnings.
- Benefit to manufacturing sector: The manufacturing sector will also gain due to high volume of export than at present.
- Benefits of logistic & packaging industry: The logistic & packaging industry will also be benefited directly with the more demand of their services & equipment's with the enhancement in the trade.

LITERATURE REVIEW

Since globalization is pervasive in today's globe, international commerce is crucial to every Nation's economic growth. International trade help all countries involved. It allows resources to be used more effectively and promotes the sharing of technology. Additionally, it encourages countries to focus on what they do best, leading to greater income and improved well-being for everyone taking part. (Salvatore, 2011).

Ricardo argues that governments gain from commerce because it allows them to specialize in manufacturing a limited number of items and export products in which they are more advantageous than others, which increases their large-scale production efficiency. International commerce has never been more important than it is now, thanks to the twentieth-century globalization wave. Nations are more interconnected than ever at the start of the 21st century due to money flows, investment in one another's economy, and trade in commodities and services. The connections that make up the global economy can be quite tumultuous for leaders and policymakers everywhere. They have to keep an eye on economic shifts that can change quickly, even if they are happening far away. (Krugman & Obstfeld, 2009).

India and Iran have had cordial connections since antiquity. Ancient Iranians and the Indus artists and religious scholars from Iran came to settle in India and have influenced almost every section of Indian society (Nehru, 1992, p. 147).

To boost their trade connections, Iran and India came together to form an alliance committee back in 1983, thanks to India's positive reaction to Iran's proposal. They discussed everything related to their trade during a joint commission meeting. Over the last decade of the 1900s, both countries found that many economic and security issues were becoming increasingly important, especially given the shifting security and economic landscape in the region. However, things took a turn in 2001 when the USA labeled Iran as part of the 'axis of evil,' which made it harder for Iran to engage with other countries. (Pant, 2008).

Since 2001, trade between the two countries has been decreasing. This decline began when the United States and other Western nations placed sanctions on Iran. Back in 1999-2000, Iran ranked as India's 24th largest trading partner, but by 2001-2002, it had fallen to 33rd place. (Ministry of Commerce and Industry, Department of Commerce, n.d.).

In 2003, both countries formed important partnerships and agreed to the Delhi Declaration. Iran aimed to reduce its isolation on the world stage because of its nuclear plans by connecting with other developing nations. Meanwhile, India sought a steady fuel supply to support its growing energy needs. (Pant, 2009).

In today's world, India has important roles to play. Back in 2006, the country voted against Iran in the latest IAEA decision, even though we usually have a friendly relationship with Iran. Some people think that the United States influenced India's choice to vote this way. (Purushothaman, 2012).

In 2006, the UN Security Council placed sanctions on Iran. In response, India decided to follow these sanctions and prohibited any direct or indirect export of technology, equipment, and materials related to nuclear activities that might aid Iran's nuclear program. (Ilias, 2010).

Due to its increasing demand for energy, India has turned to Iran for mineral fuels despite the sanctions that have strained their trade relations. The two countries have faced challenges in

their commercial exchanges, especially when it comes to payment options because of U.S. sanctions on Iran. India is one of the largest buyers of refined petroleum from Iran, while also sourcing a significant amount of crude oil from the country. Additionally, both nations share a common interest in a stable Central Asia, which has become an important area for oil and gas supplies. (Pant, 2009, 2011).

Despite sanctions, India now gets its second-largest supply of oil from Iran. 2008–2009, indicating the country's growing oil needs and reliance on Iran. India has invested much in building infrastructure to go to Central Asia and Afghanistan, and it is assisting Iran as it builds the Chabahar Port. Despite the fact that India imports have been on the rise, the country has traditionally met its energy needs by importing from Iran. Germany, the United States, Russia, France, and China reached an agreement with Iran. a nuclear program deal in 2015. India made an endeavor to improve relations with Iran after the deal was signed, taking into account its strategic and economic interests. Better ties with Iran would Give A route for India to reach Central Asia and Afghanistan, which are rich in resources. in addition to helping it fulfill its growing energy needs. Iran's ties interacting with the outside world is very unexpected due to the Trump administration's 2018 departure from the 2015 nuclear accord. However, as each nation in the modern world develops its own policies based on its strategic and economic interests, the USA shouldn't impose its own rules on India and other nations. Furthermore, the United States should not associate its relationship with India with that of Iran. Iran has cordial ties with several of the United States' allies, including Turkey, Pakistan, and others. Indian officials should design their foreign policy to promote good relations instead of a conflict amid the two nations' relations, with both the US and Iran. Considering its need for oil and its proximity Regarding the Central Asian and Afghan regions, Iran’s relationship is significant from an economic one, just as its connection with the US is significant from a security one, especially in light of the two nations' nuclear agreement. On On December 28, New Delhi hosted the 18th joint committee meeting between Iran and India. 2015., where both countries focused on measures to strengthen two-way economic cooperation in the fields of trade and commerce, infrastructure (including ports, railroads, and ships), and energy. Iran proposed that both public and private sectors from India get involved in developing Chabahar Port and the Chabahar Free Trade Zone, along with establishing industrial units in that area (Ministry of External Affairs India, n.d.). The economic ties between India and Iran stem from the unique advantages each country has to offer. (Fathipour & Ghahremanlou, 2013).

Over time, India has been a steady buyer of Iranian petroleum products, helping Iran lessen the impact of isolation caused by US and Western sanctions. In return, Iran has been able to supply India with oil at very fair prices (Joshi, 2015). But since India imports more from Iran than it exports, India needs to boost its exports to keep up the current oil import levels (Aspen Institute India, n.d.). These two nations' interactions have been heavily influenced by the sanctions imposed on them by the US and other Western countries.
Yet, India continued to import its oil and moved to eliminate all the hurdles standing in its trade, and at one point it opposed early US attempts to sanction Iran.
As the US increased pressure, however, India began to lose grip (Soltaninejad, 2017). The relationship reached its peak between the years 2001 and 2003, that is, when the Tehran and Delhi declarations articulated a solid basis for cooperation (Cheema, 2010).

Both countries have been trying to strengthen regional ties (Roy, 2013) and established strong economic and strategic ties also considering new risks and threats in Asia (Purushothaman, 2012).
The development of Chabahar Port will provide a route for India to Afghanistan and Central Asia. This will strategically and commercially become beneficial, should we exploit this situation (Behuria, 2015).

This study aims to explore how the economic relationship between Iran and India is influenced by sanctions related to Iran's nuclear program, using the threshold autoregressive model (TAR) that accounts for variables like imports, exports, and overall trade. For the purpose of reviewing the literature, I have mentioned the names of the referred journals & the respective author in the above text, however to summarize the literature review I have prepared an excel sheet mentioning Links, name of the journals or articles, author, publication, objective & conclusion which is appended herewith for the ready reference as a separate attached file.

RESEARCH GAPS

RESEARCH GAPS After reading the literature, researching in the journals, contacting different export promotion councils in India & other trade bodies, and referring to different trade portals, it has been seen that Significant academic research has not been made in the past on the factors which effect export of paper to Iran from India. Even if some insignificant research has been made, it is not available in the larger public domain.

From a practitioner's point of view, study has not yet been made on the possible reasons of low paper export volume from India to Iran & studying the reasons could be beneficial both to the trade & the Government.

The study could also be made with special reference to post COVID business scenario & scope of Indian papers

export on account of shifting world economic order as pandemic may be a blessing for Indian exporters.

DESCRIPTION OF BROAD AREA: The broad area of this study, Enhancing Exports to Iran with Special Reference to Papers and Paperboards, involves international trade, economic relations, and market dynamics between India and Iran.

Specifically, it deals with factors influencing export volumes of Indian paper products to Iran, despite India's established yet limited presence in this market.

This delves into the cultural and historical relations between India and Iran.

study evaluates trade issues that are compounded by international sanctions, and analyzes competitive factors with other major exporting countries such as China, Korea, UAE, and Turkey.

Through considerations like pricing, quality, packaging, and service, the study will identify actionable ways to enhance Indian paper exports to Iran are helpful to the economy in terms of foreign exchange earnings and potential opening of routes to other CIS countries via Iran.

The research further takes into consideration the changes in post-COVID market conditions, which might affect future trade opportunities.

OBJECTIVES OF THE STUDY

- To study how the product prices effect the Iranian customers while taking decisions from where to import?
- To Study how the quality of product influences the purchaser's choice to purchase..
- To study how the packaging of the goods influences the buyer's choice.
- To study how much the exporter's services, matter for the Iranian importer/client.
- Impact of COVID on export of papers to Iran.

METHODOLOGY TO BE ADOPTED

CONCEPTUAL MODEL AND HYPOTHESIS

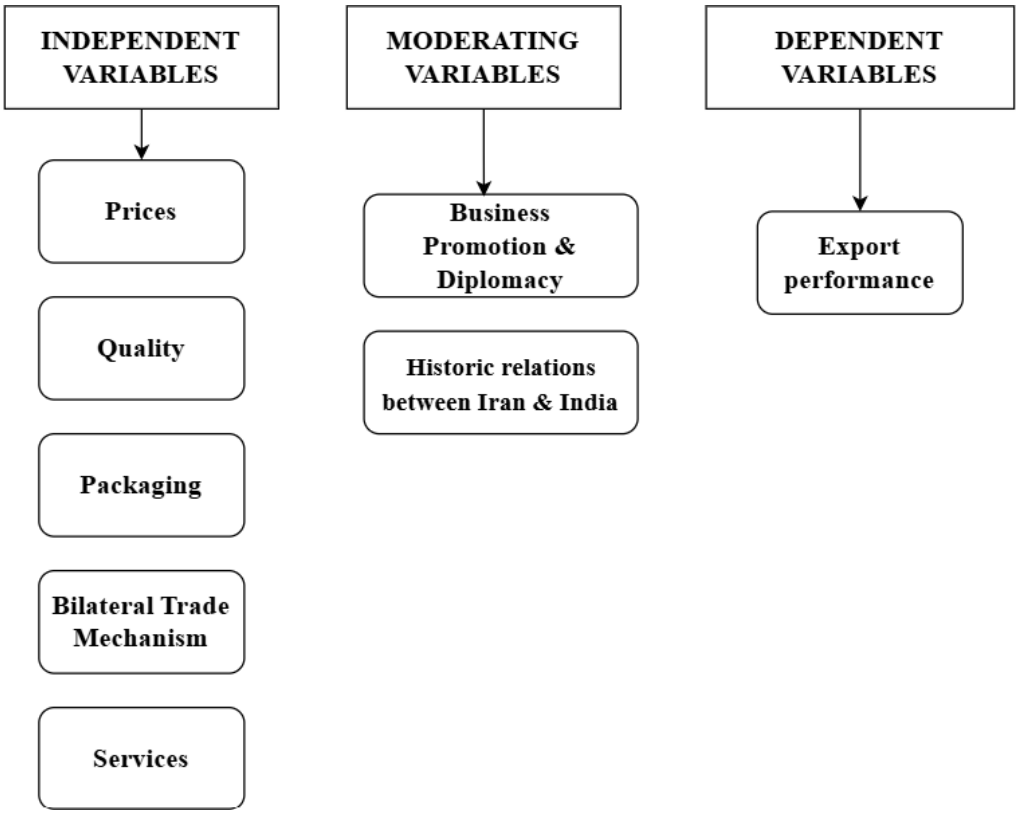

Figure 3 Conceptual Model

In order to contextualize the research objectives, the following hypotheses were developed: -

- H1: Offering Internationally competitive prices can enhance exports to Iran from India.
- H2: Offering International standards of product quality and packaging directly impacts buyer's decision making.
- H3: In place bilateral trade mechanism has direct bearing on export performance.

- H4: Pre & post sales services of the Indian exporters does effect exports.
- H5: Business Promotion, Diplomacy & relationship between two countries are major instruments in affecting export performance.

RESEARCH QUESTIONS

- Are the prices of the papers offered by Indian paper exporters are competitive or you get better prices from other countries?
- Is the quality of Indian papers is acceptable to you or you get better quality of the paper from other countries?
- Is the packaging of the Indian papers is good or you get better packaging from the other countries?
- Is the bilateral trade mechanism between India & Iran with special reference to sanctions on Iran by US & other developed nations does effect business between India & Iran??
- Do you get good service, both pre & post sales from Indian exporters or the services of the suppliers from other countries are better than the services of the Indian exporters??

TYPES OF STUDY

- **Quantitative Research Design:** To understand the concept deeply and providing detailed information using exact figures from different sources and represent them in graphical form to quantify the results.
- **Descriptive Research Design:** To understand the export procedure and provide detailed information about the parameters affecting the export industry with solutions.
- **Analytical Research Design:** To highlight the facts that has been confirmed already to form the foundation for the study and the critical assessment of the information via quantitative methods as well.
- **Exploratory Research Design:** To study & investigate the problems or comparing current scenarios with upcoming challenges (COVID 19) which is not clearly defined.

AREA OF STUDY

Country: IRAN (It will include paper and paperboards converters, importers, local Traders, consumers etc.)

TYPE & SOURCES OF DATA

(a) Primary data - Questionnaire filled by paper and paperboards converters, importers, local traders, consumers etc.

(b) Secondary data – research journals, previous research thesis, publications on paper & paper industry, related books, Iran is still significant to India for a number of reasons, including energy security, thwarting the Pakistani Taliban in Afghanistan, facilitating

commerce and transportation between Afghanistan and Central Asia, and, to a lesser degree, controlling internal political factors. India does not want to be negatively impacted by the US's West Asian policy. But India's strategic alliance with the US is just as significant. The true challenge for Iran and India in the present situation is to keep up the pace. newspapers & newsletters, trade articles, export promotion councils, chambers of commerce, embassies, trade bodies., current status of relationship between India & Iran, un resolutions on Iran, etc.

METHOD OF DATA COLLECTION
Questionnaire (Both self-developed and adapted) and Interview

SAMPLING

S.no.	Particulars	Converters, Importers, Traders & Consumers	Percentage (n/N*100)	rounded off ration	Calculations of sample numbers from each region	Rounded up sample numbers	Actual number of samples taken from each region
1.	Active Paper & Paperboards Converters	92	13.93939394	14	34.86	35	35
2.	Active Paper & Paperboards Importers & Local Traders	258	39.09090909	39	97.11	97	97
3.	Paper & Paperboards Consumers	310	46.96969697	47	117.03	117	117
	TOTAL						

- **Population of the study:** Paper and paperboards active converters, importers, local traders, consumers etc. in Iran.
- **Total population of Iran –** 660 (Iran chamber of commerce & Iran yellow pages directory.)
- **Sample Frame:** All active paper and paperboards converters, importers, local traders, consumers etc. In Iran.

- **Sample Size:** In case of finite population

- **According to Yamane,1967**

n = N / 1 + N (e)2
where:
n = Sample size
N = Population Size
e = Level of Precision (%)

N=660

e=5%
n=N/1+N(e)^2
n= 660/1+660(0.05)2
n=660/1+660(0.0025)
n=660/1+660(0.0025)
n= 660/1+1.65
n=660/2.65
n=249.0566
n=249(rounded up)

- **Sampling Technique:** Multi- stage Sampling will be used
- **Stratified Sampling:** Paper and paperboard converters, importers, traders and consumers of Iran as per Iran chamber of commerce & Iran yellow pages directory.
- **Judgmental Sampling:** Among all the strata, sample respondents will be selected on a judgmental basis in the ratio of 14:39:47. This ratio calculation is shown in Table 4 (as per Iran chamber of commerce & Iran yellow pages directory.)
- **Sample Size from each head would be:**

ACTIVE PAPER & PAPERBOARD CONVERTERS: 14/100*249 = 35 approx.
ACTIVE PAPER & PAPERBOARDS IMPORTERS & TRADERS: 39/100*249 = 97 approx. PAPER & PAPERBOARDS CONSUMERS: 47/100*249 = 117 approx.

TENTATIVE CHAPTER PLAN

1. Introduction on exports & paper
2. History of relationship between India & Iran
3. World paper production & its global exports
4. Indian paper industry & its global exports
5. India's trade with Iran at present
6. Factors which effect exports
7. Recommendation for enhancing trade between India & Iran
8. New opportunities of paper exports to Iran -post Covid
9. Conclusions
10. Bibliography/references

LIMITATION OF THE STUDY

1. All Papers are not covered in the study as i plan to work on few select & fast-moving papers & boards only. There are other kinds of papers that affect trade between India and Iran. However, my focus is just on writing printing paper, packing boards, and copier paper.
2. I am comparind India with just a few countries- china, korea, UAE, and Turkey. Iwon't be looking at other countries that also do well in the Iran market, like Germany, Japan and US. There are probably other strengths in those countries that my study does not touch on..
3. UN sanctions on Iran: President Trump accused Iran of breaking the "spirit" of the nuclear agreement and said on October 13, 2017, that he would not provide the certification needed under the Review of the Iran Nuclear Agreement. Following the issuance of a Presidential Memorandum by US President Donald Trump directing the reintroduction of more severe penalties, the US formally withdrew from the accord on May 8, 2018. Through this the US reinstated primary sanctions on a number of Iranian nationals and entities and moreover they introduced secondary sanctions on person/entity associated with or dealing with those Iranian entities mentioned in the list of Blocked Persons and Specially Designated Nationals (SDN). As a consequence, international banks refused to work with Iranian banks or nationals and therefore exports to Iran were dramatically hit as no international trade could be carried out because LCs and payments from Iran were not being honored.
At present active diplomatic negotiations are going on between Iran, US, EU & China etc. to re-work on these sanctions & to give relief to Iran in the changed geo political world scenario with special reference to Afghanistan.

At present there are difficulties of transacting business with Iran due to these sanctions & i m making study to enhance trade with Iran assuming these sanctions will either be withdrawn or softens in the near future under new Government of USA.

FUTURE DIRECTION

In addition to Iraq and Afghanistan, Iran is surrounded by a number of CIS nations, Russia, Uzbekistan, Uzbekistan, Georgia, Azerbaijan, Kazakhstan, Kyrgyzstan, Moldova, Tajikistan, and Turkmenistan are among them. For paper & board exports from India, Iran becomes a transit port for export to all these countries.

A separate study could be made in these countries as well about likes & dislikes of Indian papers & boards vis a vis Import from other high performing countries.

I'm studying only few types of papers, where as in future more papers could be studied for export to Iran from India

I'm studying export to Iran with comparative analysis with few countries only (China, Korea, UAE, Turkey), in future more countries could be studied which also effects Indian exports to Iran.

EXPECTED OUTCOME OF THE RESEARCH

This research focuses on boosting India's paper and paperboard exports to Iran. It aims to find ways to make Indian exports more competitive in this market. To do this, the study looks at the challenges Indian exporters face compared to countries like China, Korea, the UAE, and Turkey by considering factors like price, quality, packaging, and trade channels. The practical recommendations that come from this research could help Indian paper exporters meet international standards, improve pricing, and better their service quality, which in turn would positively impact India's trade with Iran. The study also hopes to provide helpful guidance for dealing with sanctions and trade barriers, creating a smoother environment for exports. It will explore new opportunities in Iran's market following the economic changes brought by COVID, which could lead to increased export levels and foreign currency earnings. Ultimately, this research aims to enrich the conversation about international trade and offer useful advice for policymakers and exporters to strengthen business ties between India and Iran.

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Registration Number: MRUMCON012K24-27

Supervisor: Dr. Sunil kumar Roy

Department: S.o.M.C

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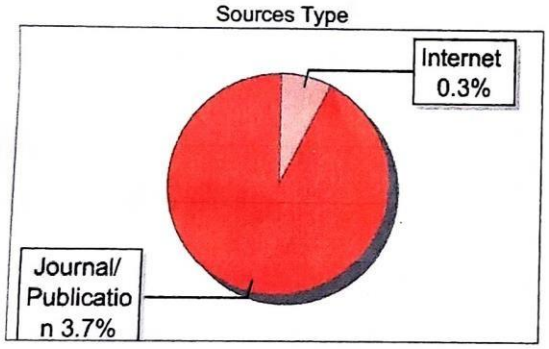

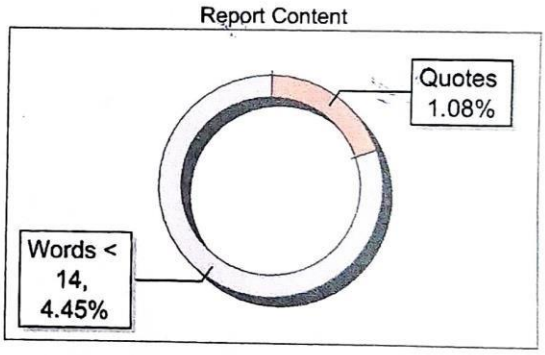

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3	www.business.rutgers.edu	<1	Publication
4	Relations with the Rest of the World by DAVI-2011	<1	Publication
5	Thesis submitted to shodhganga - shodhganga.inflibnet.ac.in	<1	Publication
6	www.researchgate.net	<1	Internet Data
7	openknowledge.worldbank.org	<1	Publication

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"A STUDY ON ENHANCING EXPORTS TO IRAN"

- with special reference to papers and paperboards

by

Ashok Garg

Registration No. MRUMCDM012K240027

Under the supervision of

Dr. Sunil Kumar Roy

Professor

Name of Co-Supervisor(s)

Designation

Year 2025

ABSTRACT

This report examines ways to increase India's paper and paperboard exports to Iran, focusing on India's market share gaps with China, Korea, the UAE, and Turkey. Despite historical and cultural linkages, Indian paper exports to Iran face pricing, quality, packaging, and customer service issues. Additionally, U.S. sanctions on Iran are affecting trade routes and volumes. This study looks into these aspects to see how Indian exporters can better align their offerings with what the Iranian market expects and what is typically globally. To gather information, we conducted surveys and interviews with various Iranian stakeholders, like converters, importers, and end-consumers, and supplemented this with additional research on trade policies, market trends, and economic impacts. The report also reviews trade trend after COVID, highlighting possible growth opportunities in Iran's paper industry. Some results are aimed at providing helpful advice for Indian exporters and policymakers to strengthen trade ties, boost export volumes, and increase foreign currency earnings for the country.

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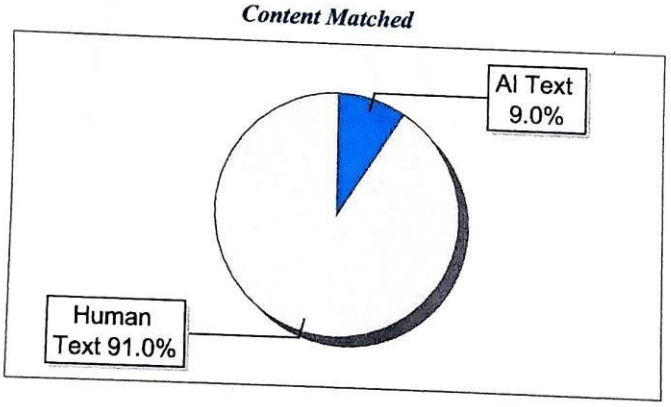

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